

# INFORMATION ACCELERATES

## Communications: Improve Cost Control and Compliance



**ORACLE**  
COMMUNICATIONS

After the financial meltdown at the beginning of the millennium, the communications industry is now experiencing more-favorable business conditions. Even so, the market today is hyper-competitive, and effective cost control and efficient regulatory compliance are key factors for success.

"Oracle E-Business Suite is at the core of our consolidation of internal systems. It is the basis for our achieving greater efficiency and transparency."

**Yong-Kyung Lee**  
Chief Executive Officer  
Korea Telecom

"Improved management control and better availability of timely financial information has enabled us to achieve our goal of having a single, accurate, global view of our financial position across the entire company."

**Graham Russell**  
Vice President, Financial Systems  
Equant

Mergers and acquisitions (M&A) activity set a record in 2006, with ownership changes valued at US\$3.8 trillion globally. The communications industry was prominent in the action, as many providers took the M&A route to broaden their service portfolios in order to compete in the "quadruple play" market by offering bundled packages of voice, video, and data, together with mobile services. Managing these newly merged business entities has become increasingly difficult for corporate controllers; high-profile accounting scandals and the subsequent tightening of regulation have raised the stakes in the world of regulatory compliance, while aggressive competition in the market has created additional pressure on margins and cost control.

To help you succeed in this challenging environment, Oracle delivers the communications industry's most extensive portfolio of solutions, including software applications for enterprise management, reporting tools, and data management technology. Oracle

solutions let you drive costs from every area of your business, improve cost control, and simplify compliance with regulations.

### **Lower Your Administrative Costs**

As competition in the communications industry increases, running a lean operation is critical to success. Oracle enterprise management solutions help you reduce the cost of administrative functions by implementing common processes and consolidating systems and functional teams into regional or global shared service centers—leaving you free to redeploy staff to other valuable activities. Oracle's solutions are proven in shared service center deployments, where Oracle's ability to manage any number of entities from a single instance delivers a rapid return on investment. Additionally, you gain improved data integrity, better business visibility, and faster, easier reporting.

### **Reduce Information Technology Costs**

Mergers and acquisitions are often the drivers for consolidating operations and systems,

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Fact: All 20 of the world's top 20 communications companies rely on Oracle Applications.

and also for outsourcing administrative functions. Oracle can help you achieve predictable monthly costs when running your Oracle Database and Oracle Applications, with our software hosting and administration service called Oracle On Demand. Oracle On Demand leaves you free to focus your IT resources and talent on creating innovative new services and moving your business forward. It may be an especially attractive option for virtual network operators (VNOs) and mobile virtual network operators (MVNOs) that use an asset-light business model.

### Accelerate Financial and Regulatory Reporting

Finance teams have traditionally managed consolidation and reporting separately from compliance certification efforts. Teams have had to either report financial results without complete knowledge of the risks, mitigations, and audit tests that lay behind each financial statement line item or they had to track these relationships manually. Oracle enables you to converge and accelerate the financial reporting and compliance certification processes, using the fully integrated Oracle Financial Consolidation Hub and Oracle Internal Controls Manager to provide a consistent view of your enterprise's financial position across complex organizational boundaries. The tight process integration you gain with Oracle solutions helps you meet accelerated reporting deadlines and expanded disclosure requirements— with confidence.

### Maintain Control of Your Assets

Whether you're rolling out a next-generation network, installing equipment in local exchanges, or tracking customer premises equipment (CPE), you need effective information systems to maintain control of your assets and reconcile the operational and financial views of your network. Oracle's comprehensive solution portfolio for asset lifecycle management lets you manage every aspect of the asset lifecycle, from planning, budgeting, procurement, project management, and asset and labor capitalization to operation, maintenance, repair, and final retirement. In addition, Oracle's solutions for network inventory management and Oracle's spatial database management platform give you the most complete picture of your assets, including financial, operational, network, and geospatial relationships.

### Putting the Service Provider in Control

Oracle delivers business value to the communications industry through a unique solutions portfolio that offers the widest choice of business applications, decision support tools, and middleware and database technology available from a single supplier anywhere in the world. Factor in the consulting, training, hosting, and product support services available from Oracle and a wide range of partners, and you can be sure you'll get the right advice and the right solution for your communications business.



And it's not just the big companies that choose Oracle. We are proud to serve hundreds of communications companies of every size and from every sector, including wireline, wireless, cable, satellite, and network equipment providers.

### Oracle's Solutions Portfolio

Oracle's unique portfolio of innovative solutions for the communications industry combines our market-leading solutions with best-in-class software from strategic acquisitions such as Siebel, Portal Software, TimesTen, and MetaSolv. Key products and services include

- Oracle Financial Management
- Oracle Supply Chain Management
- Oracle Human Resources Management
- Oracle Financial Consolidation Hub
- Oracle Internal Controls Manager
- Oracle Enterprise Planning and Budgeting
- Oracle Enterprise Asset Management
- Oracle Projects
- Oracle On Demand

To learn more, contact us today.

### CONTACT US

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Outside North America, visit [oracle.com/corporate/contact](http://oracle.com/corporate/contact) to find the phone number for your local Oracle office.